

CURRICULUM VITAE

WAYDANDE PRALHAD JAYSING

KEB Layout, Bapuji Nagar,
Gadag, Karnataka-582101.

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Summary

Hardworking and reliable Agriculture Engineer with 09 Years Experience in micro irrigation industry. Strong ability in Sales, Marketing and team work. Offering Agricultural Mechanization practices, Execution of large Drip Irrigation Projects and Business development. Highly organized, proactive and punctual with team-oriented mentality.

Skills

- Brand building.
- Business development.
- Agriculture And Farm mechanization practices knowledge.
- Chanel Partners development.
- Planning and marketing of Micro Irrigation material.
- Execution of large Micro Irrigation Projects.
- Design of Automation, Landscape and Open field Irrigation.
- Handalling the team.
- Work with dealers and retailers.
- Government Subsidies.
- Preperation og BOQ & Negotiation.

Experience

June 2011-Aug 2014

Sales Engineer, **Jain Irrigation Systems Ltd, Jalgaon**, HQ-Satara, MH.

- Responsible for search,analyze and appointing new dealer.30 No's of Dealer handling in Jain Irrigation Systems Ltd.with 7CR.
- Anual sale.
- Prepare and Implement Strategy for network development,Coverage and increase market share.
- Responsible to plan and execute activity for demand generation.

- Responsible for Budgeting and Designs of plot.
- Responsible for Brand Promotion campaign.
- Responsible for lead,guide and support team and get result as per plan.
- Drip and Sprinkler irrigation Material Maintenance.
- Responsible for Drip irrigation Automation Systems Installation & maintenance.

Sep-2014 To Nov.2017

Sr.Sales Engineer, **Finolex Plasson industry Ltd, Pune**, Satara HQ

- Responsible for search,analyze and appointing new dealer.
- No.of Dealer Handling-20Nos.
- Annual Sale-3 Cr.
- Prepare and Implement Strategy for network development,Coverage and increase market share.
- Responsible to plan and execute activity for demand generation.
- Responsible for Budgeting and Designs of plot.
- Responsible for Brand Promotion campaign.
- Responsible for lead,guide and support team and get result as per plan.
- Drip and Sprinkler irrigation Material Maintenance.
- To increase share of Agriculture drip irrigation Automation Systems Installation.

Dec.2017 To Present

Sr. Engineer-Project, **Netafim Irrigation Ind. Pvt. Ltd**, HQ-Gadag.

- Execution of large Micro Irrigation Projects.
- Project Area-12000Ha.
- Provide the technical support in Designing & Installation Work.
- Customer Service Ability to provide support to solve problems.
- Daily reviewing & monitoring the installation progress.
- Extend the required training and support to technicians.
- Preparation of farmer wise material list
- Operation and maintenance monitoring of Project.
- Project Management.

Education-

June 2011

B.Tech -Agriculture Engineering.

DR.B.S.K.K.V.DAPOLI,Maharashtra.

Course Studied

- Farm machinery and Power (FMP)
 - Irrigation and Drainage Engineering (IDE)
 - Soil and Water Conservation Engineering (SWCE)
 - Basic Science and Computer Technology (BSCT)
 - Electrical and Other Energy Sources (EOES)
 - Agricultural Processing Engineering
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Professional Training-

1. One month Training at **Farm Machinery Training & Testing Institute Garladinne (A.P.)**

- Operation and maintenance of tractor and agricultural Machinery
- Study of various sub-assemblies of tractor
- Study, operation, maintenance and repair of 5 H.P single cylinder diesel engine.

2. One month training at **Popular Steel Works, Kolhapur-Maharashtra.**

- Study of different agriculture implements.
 - Design and technical specifications
 - To operating the agriculture tractor implements.
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Personal Details

Date of Birth-1st March 1987

Marital Status-Married

Languages Known-Marathi, Hindi & English

Permanent Address-A/p-Visapur, Tal-Khatav Dist-Satara,
Maharashtra-415502

Date-

Place-

(Waydande P.J.)